

# MOHIT SINHA

DLF Oakwood Estate, DLF Phase 2, Gurugram  
msinha132@gmail.com (+91) 74170 25281

*Business Analyst with 3 years of experience delivering analytical/strategy solutions across diverse geographies. Proven success in leading critical time-sensitive projects, driving profitability, and increasing ROI through strategic planning, generating valuable insights & trends from unstructured data and out-of-the-box solution designing*

## PROFESSIONAL EXPERIENCE

### AMERICAN EXPRESS,

December 2019 – Present

Assistant Manager – Risk Strategy

- Independently leading projects involving card business decisions like approval decision, credit limit by critical analysis of internal and external bureau data
- Conducted India market's maiden modelled profitability breakeven to come up with refined underwriting strategies which contributed to an incremental revenue of **\$1MM** in the first year
- Optimized internal selling and referral underwriting strategies for LAC and EMEA markets to capture **40k** profitable customers which led to an increase of profit by **\$2.4MM** p.a.
- Lead high-revenue segment identification for relaxed underwriting in the Japan market; supported decision platform upgrade from legacy to model-based
- Automating MIS reports for US Charge card market using Excel Macros to reduce production time by 80%; supported upgradation of pay-later line assignment logic from legacy to AI model-based

### EXL SERVICES,

July 2019 – December 2019

Consultant – Product Development

- Lead various client projects while providing AI solutions using concepts of Sentiment Analysis, Computer Vision; created a program to convert a batch of JPG invoice data to digital tables
- Devised and applied a ranking system of customer reviews for a UK based e-commerce firm

### Spookfish Innovations

May 2018 – July 2018

Summer Associate

- Built an optimized algorithm for Raspberry Pi to reduce barcode scanning time by 10%; created a program for human pose estimation to generate data for sports training

## EDUCATION

### Indian Institute of Technology (IIT) Roorkee

May 2015 – July 2019

Bachelor of Technology (Materials Engg)

Top 10% of class (GPA: 8.24/10.0)

- Coordinated annual networking event E-Summit'16 with footfall of 2k as member of Entrepreneurship Cell; Convener TEDx 2017

## SKILLS/MISC.

- Proficient in SQL, SAS, Python, Tableau & MS Office (Word, Excel, PowerPoint)
- Recognized with **Analyst of Quarter Q2'20** for effective risk management work during COVID19
- Ranked **12** on national ZS Datathon Challenge 2018
- JEE Adv** AIR 5180; **JEE Mains** AIR 4776
- Fluent in English, Hindi, and elementary Spanish